

**Claims**

What is claimed is:

1. A method for providing financial and risk management for financial institutions comprising:

developing a marketing strategy between a financial institution and a customer;

implementing said market strategy by setting up a program including systems, procedures, and underwriting guidelines;

training said financial institution in the use of said program;

receiving a loan application from said financial institution on behalf of a customer and processing and underwriting a loan based on said loan application;

insuring said loan against default of said loan by said customer; and

managing the servicing and collecting of said loan on behalf of said financial institution.

2. The method of claim 1 wherein said step of insuring further comprises:

providing insurance coverage that is non-cancelable for the term of said loan..

3. The method of claim 1 wherein said step of implementing said marketing strategy further comprises:

establishing a disaster management plan for resources employed in managing said loan.

4. The method of claim 1 wherein said step of implementing the market strategy further comprises:

providing marketing materials to said financial institution.

5. The method of claim 4 wherein said marketing materials comprise copy for a financial institution newsletter.

6. The method of claim 4 wherein said marketing materials comprise copy for direct mail advertising of said program.
7. The method of claim 4 wherein said marketing materials comprise copy for an audio message that may be rendered when a telephone caller is on hold.
8. The method of claim 1 wherein said step of insuring the loan further comprises:
  - establishing an insurance policy wherein in the event of default, said insurance policy pays up to the difference between the wholesale book value of asset, minus a predetermined amount, and the balance owed for said asset at the time of default.
9. The method of claim 1 wherein said step of underwriting said loan further comprises:
  - applying a set of criteria to information in said application.
10. The method of claim 1 wherein said step of underwriting further comprises:
  - applying a limitation to the type of asset that may be financed by said loan.
11. The method of claim 1 wherein said step of managing the servicing and collecting of said loan on behalf of said financial institution further comprises:
  - employing predefined processes for servicing the loan, collecting payments and, in the event of default, repossessing and liquidating an asset financed by said loan.
12. A method for pre-approving automobile loans comprising:
  - receiving an automobile loan application;
  - verifying information contained in said application;
  - processing information contained in said application using a predefined set of criteria;

establishing loan conditions based in part on said information and said set of criteria; and

issuing a price/payment document indicating that an applicant is pre-approved and indicating the maximum monthly payment and maximum vehicle price for which said applicant may obtain a loan.

13. The method of claim 12 wherein said document is a credit-ready card.

14. A method for automobile financing comprising:

receiving applicant information;

establishing a maximum vehicle price for which an applicant may obtain financing;

assessing the value of a specific vehicle;

approving a loan for said vehicle if said value of said vehicle corresponds with a predefined set of criteria, said criteria excluding specific makes and models of automobiles, said criteria placing a limit on the ratio of vehicle price to book value, and said criteria placing limitations on the age and number of miles on said vehicle;

obtaining insurance for said loan against buyer default; and

receiving funds from a financial institution for said loan.

15. The method of claim 14 further comprising:

providing a process to said financial institution wherein said loan may be sold to a second financial institution.

16. The method of claim 14 wherein said step of receiving applicant information further comprises:

on-line entry of applicant information.

17. The method of claim 14 wherein said step of obtaining insurance further comprises:

obtaining an insurance policy wherein in the event of default, said insurance policy pays up to the difference between the wholesale book value of said vehicle, minus a predetermined amount, and the balance owed for said vehicle at the time of default

5

18. The method of claim 14 wherein said step of establishing a maximum vehicle price for which an applicant may obtain financing further comprises:  
applying a predefined set of criteria.

19. The method of claim 14 further comprising:  
managing the servicing and collecting of said loan on behalf of said financial institution.

20. The method of claim 19 wherein said step of managing further comprises:  
employing predefined processes for servicing, collecting and, in the event if default, repossessing and liquidating said vehicle.

21. The method of claim 19 further comprising:  
employing an automated tracking system to track loan data.

5